

## **Historic, Archive Document**

Do not assume content reflects current scientific knowledge, policies, or practices.



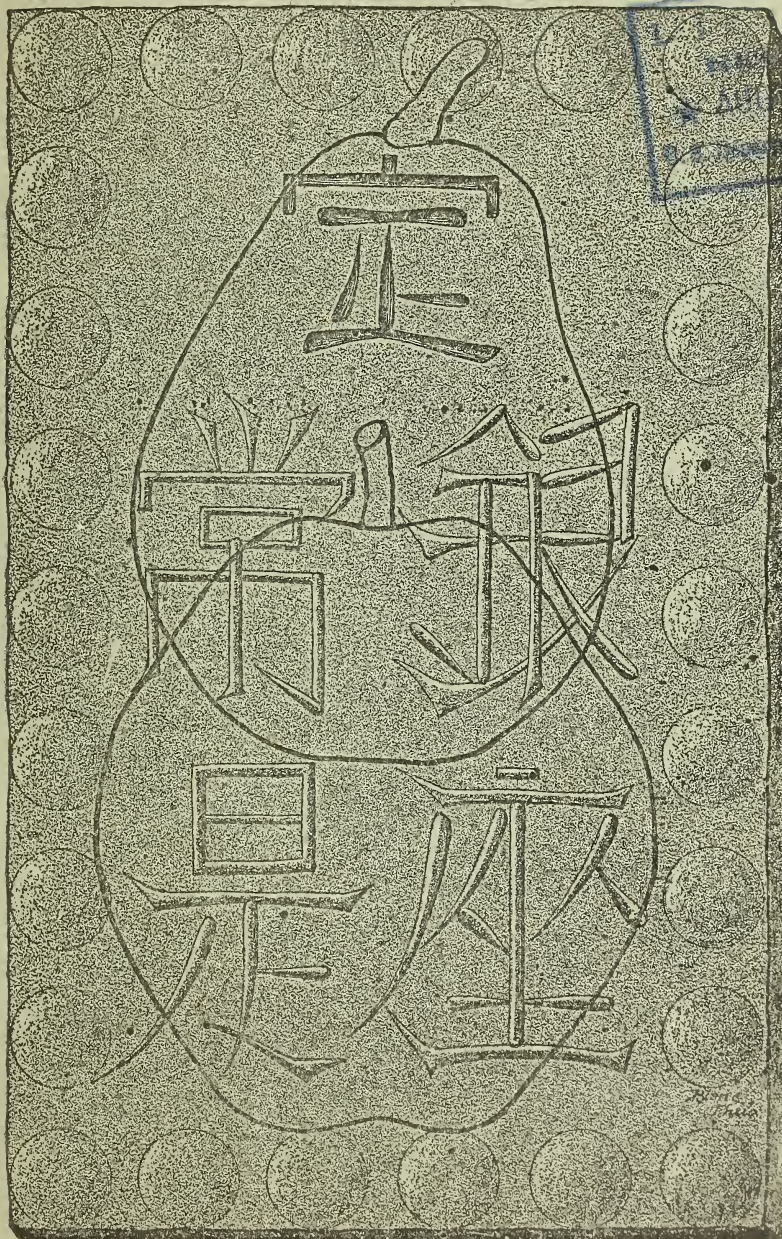
62.01  
HEIKES--HUNTSVILLE-TREES.

# The Huntsville Wholesale Nurseries.

SEPTEMBER

Huntsville, Ala.

1909



FOR THE TRADE ONLY



## Special Mention.

---

**ROSES.** We are making a specialty of growing Hardy Hybrid Perpetuals and Mosses by budding for outdoor planting. Budded roses transplant with better success than roses on their own roots and produce finer blossoms. The stocks upon which we bud are all disbudded before planting, so that little trouble is experienced from suckers. It will be noticed that our assortment given on page six covers all shades of color from white to the darkest crimson. We have discontinued growing roses at Biloxi, Miss., as we find we can produce a much healthier, handsomer plant at Huntsville. Our present crop is grown at Huntsville, and we guarantee as fine plants, both roots and tops, as can be produced anywhere in the United States. Samples will be sent upon application.

**PEARS--Bartlett and B. d' Anjou.** Of these we have a large stock of one year buds, and they are the finest we ever grew. They are as straight as arrows and will run mostly 4 to 5 feet and 5 to 6 feet. They are grown on the highest grade of French stocks and the roots are as nearly perfect as it is possible to produce.

**FRAU KARL DRUSCHKI (Snow Queen).** We are growing this variety in large numbers. It is the best white Hybrid Perpetual ever introduced. We have had it at Huntsville blooming in the open ground for the past three years. It is marvelous in its beauty in half open bud and in the pure white of the full opened bloom. It is more prolific and more constant in bloom than the Paul Neyron. In a bed of a dozen plants there is seldom a day during the Summer when blooms cannot be cut, and during the Spring and Fall it blooms in profusion. It is the ideal rose for cemetery planting both North and South. It holds its foliage well and is healthy and vigorous and in hardiness it equals any of the Hybrid Perpetuals. Nurserymen should put this rose in the hands of their agents and draw upon us for filling their orders.

**GRAFTED PECANS.** These are grown at our branch nurseries at Biloxi, Miss. See grade count on another page. We offer the 6 to 12 inch grade for transplanting at very reasonable prices. The grafts of this grade are one year old on two year old roots.

# The Huntsville Wholesale Nurseries.

JESISE S. MOSS, PROPRIETOR.

W. F. HEIKES, MANAGER

References: W. R. Rison Banking Company, Huntsville, Ala., and the  
Mercantile Agencies.

---

FALL OF 1909 AND SPRING OF 1910.

---

## HEIKES HUNTSVILLE TREES.

---

SEPTEMBER, 1909.

---

Except where prices are agreed upon these quotations are subject to change without notice.

The usual Terms and Conditions govern these quotations.

---

## Combination Car Lots.

Prices will be based on delivery to station at Huntsville, the price of boxes to be added. In car lots in bulk no charge will be made for packing.

To those who order in less than car lots and wish to take advantage of our plan to deliver to Distributing Points we must add to the prices quoted in this list the cost of freight from Huntsville to these points on a car lot basis, and we will then prepay the freight to the point of distribution. This plan insures low freight rates and quick time. Such orders will be packed in boxes at Huntsville and combined to make up car lots and shipment promptly made to distributing points and forwarded from there over the various railroads to destination. Car lot orders will go direct from Huntsville to destination, and can be shipped at any time after September 20th to March 15th, except a short time in mid-winter.

---

## Distributing Points.

We are making St. Louis, Mo., Rochester, N. Y., Philadelphia, Pa., Tyler, Texas, Toppenish, Wash., N. Yakima, Wash., Portland, Ore., Grand Junction, Colo., and Salt Lake City, Utah, distributing points for orders in less than car lots, to be shipped from Huntsville on the dates named below. No charge for drayage or transfer at these points.

FOR ST. LOUIS—Early shipments from September 20th to October 10th; late shipments from October 25th to December 10th, and in Spring.

FOR PHILADELPHIA AND ROCHESTER—November 1st and in Spring.

FOR TYLER, TEXAS—October 10th to December 15th.

FOR PORTLAND, ORE.—November 1st to December 15th.

FOR TOPPENISH, WASH.—November 1st to December 15th.

FOR NORTH YAKIMA, WASH.—November 1st to December 15th.

FOR GRAND JUNCTION, COL.—October 15th to December 1st and in Spring.

FOR SALT LAKE CITY, UTAH.—November 1st to December 15th.

This offer to ship to distributing points will not apply if shipment is required at other than the above named dates. It sometimes happens that we cannot arrange to make up combination car lots to suit all strictly within the dates named. It will be necessary to arrange the dates for shipments as orders are received.

For 100 rates add 1 cent each; for 10 rates add 2½ cents each to the 1000 rates.

The pears we offer are all worked on French Pear Seedlings 7-12 mm. branched roots. Kieffer from grafts, as well as other varieties from buds, grow up tall and straight in one year of sufficient height to cut back to the proper height to form heads for two year old trees.

### KIEFFER, Magnolia and Japan Golden Russet Pears—Two Years.

	CIPHER.	Per 1000
Two years, ¾ to 1 inch, 5 to 6 feet, well branched.....	<i>Fodder</i> .....	Prices on Application.
Two years, ¾ to ¾, 5 to 6 feet, well branched.....	<i>Fodder</i> .....	
Two years, 9-16 to ¾, 4 to 5 feet, branched.....	<i>Follow</i> .....	
Two years, ½ to 9-16, 4 to 5 feet, branched.....	<i>Fondle</i> .....	
Two years, 7-16 to ½, 3½ to 4½ feet, branched.....	<i>Foolish</i> .....	
Two years, 3 to 4 feet, more or less branched.....	<i>Forage</i> .....	
Two years, 2 to 3 feet, more or less branched.....	<i>Fozy</i> .....	

### KIEFFER, Magnolia, Japan Golden Russet and Garber Pears—One Year.

	CIPHER.	Per 1000
One year, 5 to 6 feet, not branched.....	<i>Fabric</i> .....	Prices on Application.
One year, 4 to 5 feet, not branched.....	<i>Fable</i> .....	
One year, 3 to 4 feet, not branched.....	<i>Farmer</i> .....	
One year, 2½ to 3 feet, not branched.....	<i>Farther</i> .....	
One year, 2 to 2½ feet, not branched.....	<i>Fashion</i> .....	
One year, 1 to 2 feet, not branched.....	<i>Fathom</i> .....	

### Standard Pears--Two Years, Budded.

	CIPHER.	Per 1000
Two years, ¾ to 1 inch, 5 to 6 feet, well branched.....	<i>Feather</i> .....	\$100 00
Two years, ¾ to ¾, 5 to 6 feet, well branched.....	<i>Feeble</i> .....	85 00
Two years, 9-16 to ¾, 4 to 5 feet, well branched.....	<i>Fellow</i> .....	70 00
Two years, ½ to 9-16, 4 to 5 feet, well branched.....	<i>Felon</i> .....	60 00
Two years, 7-16 to ½, 3½ to 4½ feet, well branched.....	<i>Festal</i> .....	50 00
Two years, 3 to 4 feet, more or less branched.....	<i>Fetter</i> .....	40 00

VARIETIES—Ea. Harvest, Koonce, Clapp's Favorite, Duchess d'Angouleme, Lawrence, Magnolia, Japan Golden Russet, Smith's.

### STANDARD PEARS. One Year. Budded.

	CIPHER	Per 1000
One year, 5 to 6 feet, not branched.....	<i>Fossil</i> .....	\$125 00
One year, 4 to 5 feet, not branched.....	<i>Foster</i> .....	110 00
One year, 3 to 4 feet, not branched.....	<i>Founder</i> .....	85 00
One year, 2 to 3 feet, not branched.....	<i>Falter</i> .....	50 00

VARIETIES—Bartlett, B. d' Anjou.

We will have the largest stock of Bartletts and B. de Anjou for Fall of 1939 and Spring of 1910 ever grown by one nursery. We use only the strongest French stocks to bud on. Our pear trees are larger at one year old than can be obtained from any other nursery.

### PLUM TREES--Two Years. On Myrobolan Plum.

	CIPHER.	Per 1000
Two years, ¾ to 1 inch, well branched.....	<i>Hammer</i> .....	SOLD
Two years, ¾ to ¾, 5 to 6 feet, well branched.....	<i>Harden</i> .....	
Two years, 9-16 to ¾, 4 to 5 feet, well branched.....	<i>Harrow</i> .....	
Two years, ½ to 9-16, 4 to 5 feet, well branched.....	<i>Hasten</i> .....	
Two years, 7-16 to ½, 3½ to 4½ feet, well branched.....	<i>Hatter</i> .....	
Two years, 3 to 4 feet, more or less branched.....	<i>Haven</i> .....	

#### AMERICAN VARIETIES.

Wolf	Stoddard	Forest Garden	Hawkeye
DeSoto	Weaver	Quaker	Wyant
Hunt	Klondike		

### PLUM TREES. One Year. On Myrobolan Plum.

	CIPHER.	Per 1000
One year, ¾ to 1 inch, 5 to 6 feet, well branched.....	<i>Lesson</i> .....	SOLD
One year, ¾ to ¾, 4 to 5 feet, well branched.....	<i>Liking</i> .....	
One year, 9-16 to ¾, 4 to 5 feet, well branched.....	<i>Limber</i> .....	
One year, ½ to 9-16, 4 to 5 feet, well branched.....	<i>Limpid</i> .....	
One year, 7-16 to ½, 3½ to 4½ feet, more or less branched.....	<i>Linger</i> .....	
One year, 3 to 4 feet, more or less branched.....	<i>Liquor</i> .....	

#### ORIENTAL VARIETIES.

Abundance (Botan)	Burbank	Gonzales	Red June (Red Nagate)
-------------------	---------	----------	-----------------------

### COMPASS--CHERRY--PLUM—One Year. On Americana Stocks.

		Per 1000
One year, 5 to 6 feet, ¾ to ¾, well branched.....	<i>Sable</i> .....	SOLD
One year, 4 to 5 feet, 9-16 to ¾, well branched.....	<i>Sack</i> .....	
One year, 4 to 5 feet, ½ to 9-16, well branched.....	<i>Sadden</i> .....	
One year, 3½ to 4½ feet, 7-16 to ½, well branched.....	<i>Safely</i> .....	
One year, 3 to 4 feet, ¾ to 7-16, more or less branched.....	<i>Sage</i> .....	



## CHERRY TREES--Two Years. On Mahaleb.

	CIPHER.	Per 1000
Early Richmond, Dyehouse, Baldwin,	1 inch & up, 5 to 7 feet, well bran'd..... <i>Omen</i> .....	Sold
	¾ to 1 inch, 4½ to 6 feet, well bran'd..... <i>Object</i> .....	\$150 00
	¾ to ¾, 4½ to 5½ feet, well bran'd..... <i>Oblong</i> .....	125 00
	9-16 to ¾, 4 feet and up, well bran'd..... <i>Octave</i> .....	100 00
	½ to 9-16, 3½ feet and up, well bran'd..... <i>Office</i> .....	75 00
	3 to 4 feet, branched..... <i>Onward</i> .....	50 00
	2 to 3 feet, more or less branched..... <i>Order</i> .....	35 00
Montmorency, Suda English Morello. Wragg, Terry (Ea. Russ.),	1 inch & up, 4½ ft. & up, well bran'd..... <i>Orgie</i> .....	Sold
	¾ to 1 in., 4 ft. and up, well bran'd..... <i>Oblique</i> .....	\$150 00
	¾ to ¾, 4 ft. and up, well bran'd..... <i>Obscure</i> .....	125 00
	9-16 to ¾, 3½ ft. and up, well bran'd..... <i>Obscure</i> .....	100 00
	½ to 9-16, 3 ft. and up, well bran'd..... <i>Obtain</i> .....	75 00
	3 to 4 feet, branched..... <i>Ocean</i> .....	50 00
	2 to 3 feet, more or less branched..... <i>Orbit</i> .....	35 00

## CHERRY TREES—One Year. On Mahaleb.

	CIPHER.	Per 1000	
One year, 4 to 5 feet, $\frac{5}{8}$ to $\frac{3}{4}$ , well branched.....	<i>Picket</i> .....	\$160 00	
One year, 3 to 4 feet, $\frac{9}{16}$ to $\frac{1}{2}$ , well branched.....	<i>Paling</i> .....	140 00	
One year, $2\frac{1}{2}$ to 3 feet, $\frac{1}{2}$ to $\frac{9}{16}$ , well branched.....	<i>Panel</i> .....	100 00	
One year, 2 to $2\frac{1}{2}$ feet, branched.....	<i>Parade</i> .....	85 00	
One year, 1 to 2 feet, little if any branched.....	<i>Pastor</i> .....	65 00	
Dyehouse	Large Montmorency	Royal Duke	Wragg
Early Richmond			

## PEACH TREES—On Peach. June Buds.

	CIPHER	Per 1000	
Six to twelve inches.....	<i>Jester</i> .....	\$12 50	
Twelve to eighteen inches.....	<i>Jersey</i> .....	15 00	
Eighteen inches to two feet.....	<i>Jcalous</i> .....	22 50	
Two to three feet.....	<i>Jasper</i> .....	25 00	
Three to four feet, $\frac{3}{8}$ to 7-16, little if any branched.....	<i>Jargon</i> .....	35 00	
$\frac{3}{8}$ to $4\frac{1}{2}$ feet, 7-16 to $\frac{1}{2}$ , more or less branched.....	<i>Jacket</i> .....	40 00	
Four to five feet, $\frac{1}{2}$ to 9-16, more or less branched.....	<i>Jailer</i> .....	45 00	
Four to five feet, 9-16 to $\frac{3}{8}$ , more or less branched.....	<i>Jangle</i> .....	50 00	
Arp Beauty	Elberta	Lovell	Phillips Cling
Belle of Ga.	F. St. John	Mamie Ross	Slapper
Carman	Fitzgerald	Muir	Salway
Crawford's Early	Greensboro	Mayflower	Triumph
Crawford's Late	Hiley (Early Belle)	Mountain Rose	Tuskana (Tuscan)
Champion	Lemon Cling	Orange Cling	Waddell

☞ The price on Muir, Tuskana, Phillips Cling, Orange Cling and Lovell will be \$10 per 1000 higher than other sorts.

## PEACH TREES--One Year. On Peach. Leading Varieties.

Our peach trees are budded on seedlings grown from Tennessee and Alabama natural pits. They are free from Aphid, Root-knot and Crown-Gall. We can supply beautiful large, medium and small-sized trees. The land upon which our peach trees are grown produces a well-matured tree, with fine fibrous roots. The San Jose Scale, Yellows and Rosette are unknown in this section and we have been careful not to bring in any buds from affected localities.

	CIPHER	Per 1000
One to two feet, little if any branched.....	<i>Render</i> .....	\$15 00
Two to three feet, little if any branched.....	<i>Resource</i> .....	25 00
Three to four feet, ¾ to 7-16, little if any branched.....	<i>Reserve</i> .....	35 00
¾ to 4½ feet, 7-16 to ½, more or less branched.....	<i>Recite</i> .....	40 00
Four to five feet, ½ to 9-16, branched.....	<i>Rattle</i> .....	45 00
Four to six feet, 9-16 to ¾, branched, No. 1.....	<i>Rather</i> .....	50 00
Five to six feet, ¾ to ¾, branched extra.....	<i>Ransom</i> .....	60 00
Five to seven feet, extra, ¾ to 1 inch, branched.....	<i>Rancor</i> .....	60 00

Apex	Dr. Burton	Mamie Ross	Ray
Alexander	Elberta	Mayflower	Rex (Late Elberta)
Arp Beauty	Fox Seedling	Mountain Rose	Reeves' Favorite
Beer's Smock	Globe	Muir	Salway
Belle of Ga.	Greensboro	Munson's Free	Stump the World
Bequet's Free	Goldfinch	Munson's Cling	Sneed
Carman	Heath Cling	Old Mixon Free	Stinson's Oct.
Capt. Ede	Hiley (Ea. Belle)	Old Mixon Cling	Tuskana (Tuscan)
Crawford's Late	Henrietta	Octobel	Tiebout
Champion	Krummel's Late	Orange Cling	Victor
Chair's Choice	Lovell	Phillips Cling	Waddell
Dulce	Lemon Cling		

☞ The price on Muir, Tuskana, Phillips Cling, Orange Cling and Lovell will be \$10 per 1000 higher than other sorts.

## ROSES==Field Grown. Budded.

We have ceased to grow Roses at Biloxi, as we find we can produce a much stronger, healthier plant at Huntsville. Those grown here, both root and top, are as fine as can be grown anywhere. We have a large stock this year and will make prices that will help introduce the Huntsville grown.

ROSES. } Field Grown. Very Fine.	Rosette No. 1	Robust No. 1½	Rocket No. 2
	Per M \$80	Per M \$85	Per M \$35

### HYBRID PERPETUALS.

Anna de Deisbach.....	2000	300	...
Baroness Rothschild.....	1000	250	...
Coquette des Alps.....	2000	400	...
Gen. Jacqueminot.....	11000	3500	...
Gruss an Teplitz.....	300	100	...
Jubilee.....	800	200	...
Mar. P. Wilder.....	2700	500	...
Magna Charta.....	1400	500	...
Mad. Gab. Luizet.....	300	50	...
Marq. of Lorne.....	1300	500	...
P. C. de Rohan.....	5000	1000	...
Paul Neyron.....	1400	3000	...
Frau Karl Druschki (Snow) Queen.....	5000	1000	...
Ulrich Brunner.....	3000	750	...

### MOSSSES.

Crested Moss.....	800	300	...
Henry Martin.....	200	100	...
Salet.....	250	150	...
White Bath.....	200	100	...

**BUDDED ROSES**—We have ceased the propagation of Roses on own roots.

The No. 1 plants will have three or more branches and will be cut back to 18 to 24 inches. The roots are very fine. We make a grade of Roses called No. 1½. This grade is made up of plants just under No. 1, such as do not have the required number of branches or slightly under weight and height, and make a very nice grade for mailing.

The plants under No. 1½ we class as No. 2. We recommend them for transplanting.

See page 2 for special mention.

## MAGNOLIA GRANDIFLORA.

	CIPHER	Per 100
Field Grown, 6 to 12 inches, one year.....	Master.....	\$10 00
Field Grown, 12 to 18 inches, one year.....	Marble.....	12 50
Field Grown, 18 to 24 inches, one year.....	Martin.....	15 00
Field Grown, 2 to 3 feet, two years transplanted.....	Manger.....	17 50
Field Grown, 3 to 4 feet, two years transplanted.....	Mallet.....	25 00

These Magnolias are fine, straight, smooth plants with good fibrous roots.

## 50,000 PECAN SEEDLINGS. Gulf Coast Thin Shell.

We have a very fine lot of two and three-year-old seedlings grown at Huntsville. These trees are grown from selected nuts collected along the Gulf Coast in Southern Mississippi and Louisiana, where the choicest thin shell nuts are produced. We can supply any size from one foot upward to five feet.

	CIPHER	Per 1000
Two and three years, 12 to 18 inches.....	Patent.....	\$35 00
Two and three years, 18 to 24 inches.....	Paddle.....	45 00
Two and three years, 2 to 3 feet.....	Pebble.....	50 00
Two and three years, 3 to 4 feet.....	Pellet.....	65 00
Two and three years, 4 to 5 feet.....	Petted.....	70 00

For grafted Pecans see Heikes-Biloxi Nurseries Co.

## Unsolicited Testimonials.

\* IOWA, June 1, 1909—"Enclosed please find our check for \$139.67 in payment of account to date. We thank you for the excellent stock furnished us and the promptness with which our orders were executed. The trees arrived in fine condition and were satisfactory in every respect."

IDAHO, March 23, 1909—"Inclosed find check for \$70.80 to balance account. The roses opened up in fine shape and I have never yet received a shipment which gave so much satisfaction."

IOWA, May 19, 1909—"The trees were the most perfect lot of small sized trees I ever saw and came out in No. 1 condition."



**HEIKES-BILOXI NURSERIES COMPANY,****Biloxi, Mississippi.**

Address all correspondence on business with these Nurseries to  
W. F. HEIKES, Manager, Huntsville, Ala.

On stock grown at Biloxi, for delivery in the Fall, the freight is to be paid from there by the buyer. The prices of boxing and baling to be added to quotations. Terms and conditions are the same as for the Huntsville Wholesale Nurseries.

**PECANS--Best Grafted Varieties.**

<b>PECANS.</b> One and Two Years.	<i>Gallop</i> 7 to 9 ft Pr M \$	<i>Gamble</i> 6 to 7 ft Pr M \$	<i>Game</i> 5 to 6 ft Pr M \$	<i>Gang</i> 4 to 5 ft Pr M \$	<i>Gallon</i> 3 to 4 ft Pr M \$	<i>Gallie</i> 2 to 3 ft Pr M \$	<i>Gaston</i> 18 to 24 in Pr M \$	<i>Gaiter-</i> 12 to 18 in Pr M \$
---	---------------------------------------	---------------------------------------	-------------------------------------	-------------------------------------	---------------------------------------	---------------------------------------	---	--

## PRICES ON APPLICATION

Stuart.....	193	403	1330	2660	4550	8529	1383	4408
Taylor.....	94	121	308	553	1113	680	477	136
Van Deman.....	69	53	106	288	...	...	...	...
Frotscher.....	103	149	221	460	1104	1763	...	320
Pabst.....	420	135	135	95	375	133	412	412
Teche.....	63	152	334	440	390	...	...	...
Russell.....	28	52	...	...	...	...	...	...
Centennial.....	6	25	43	59	35	100	120	...
Schley.....	...	...	...	7	57	...	...	...
Moneymaker.....	...	...	...	...	...	...	...	...
Georgia Giant.....	19	37	53	48	...	...	...	...
Curet.....	8	9	16	17	...	...	...	...
Nelson.....	...	2	9	13	22	3	1	2
Pride of the Coast..	...	4	6	7	4	9	4	1

NOTE.—We have a fine lot of 6 to 12 inch pecans in the above varieties suitable for trans planting which we propose to sell at a bargain. If interested get our prices.

**NURSEYRYMEN'S CALIPER— $\frac{2}{3}$  SIZE.**

This is the most practical Caliper in use for grading trees. It is made of steel brass handsomely nickel plated. It answers also as a rule. Its length is exactly six inches and its width two inches. Price 65 cents each; 6 for \$3.60; 12 for \$6.00. Postage or express to be added. For sale by dealers in nurserymen's requisites, or orders may be sent direct to



**W. F. HEIKES, Manager, Huntsville, Ala.**

## Terms and Conditions Governing Quotations in the Price List of the Huntsville Wholesale Nurseries.

**RATES.**—As we send this list to the trade only, we make the difference in prices between the 10, 100 and 1000 rates very slight—simply sufficient, as a rule, to cover the difference in the expense of handling in the smaller numbers. We uniformly tie in bunches of 10, when consistent with the order, and we suggest to our customers to make their orders for varieties in multiples of 10 as far as practicable. Orders for 50 and not over 300 trees, if for not less than 10 of a variety, will be charged at the rate per hundred; orders requiring 300 trees or more, and not less than 10 of a variety, will be filled at the lowest quoted prices. Orders for less than 10 trees of one variety, will be charged at the rate per ten.

**SEASON.**—Our packing and shipping season begins by the 20th of September, and continues until about the first of March.

We have great advantages to offer here in early shipments for the North in Spring. We do not accept orders for trees we do not grow, as we never buy trees to sell again. You can depend upon us for fresh dug trees. Each order is taken up separately, and not until it is wanted for shipment.

**SHIPPING DIRECTIONS.**—We respectfully beg our patrons to furnish us with explicit directions as to shipping, and the mode of conveyance by which they desire trees forwarded. When no particular directions are given, we forward according to the best of our judgment. *But in no case do we assume any responsibility as to safe delivery and condition of Trees and Plants after a proper shipment by us.*

**RELEASE.**—When prepayment of freight is not required, we will Release and Guarantee, and take forwarder's receipt and mail to consignee. It is left to the option of the shipper of trees over some railroads, whether he will release them or not under the clause "Value less than \$5.00 per 100 lbs." If released under this clause, the freight is less on roads governed by this classification, and we will assume it to be proper to make this release, without reference to the value of the trees, unless instructed to the contrary. This clause does not apply upon roads under some of the district classifications, and because of this confusion we will not be held responsible for any oversight to release, unless instructed by our customers. Claims for delay or loss must be made to the forwarders.

**PACKAGES.**—The cost of package must be added to the prices quoted in this list, as follows: Boxes 30 inches square, from 7½ to 9 feet long, as the trees may require, each \$2.50; boxes 24 inches, \$2.00; boxes 18 inches, \$1.50; bales from 25c. to 75c. each.

**PACKING.**—Goods will be packed in moss or "Shingle Tow," and especial care taken to insure their arrival in the best condition.

**ASSORTMENTS.**—We do not require customers to take an assortment they do not wish, but will sell one variety alone if desired. If any substitution can be allowed, either in grade or variety, it should be so stated when making the order. As a rule we do not substitute without permission.

**CAUTION.**—We accept all orders upon the condition that they shall be void, should any injury befall the trees from frost, hail, storm, fire, or other causes over which we have no control.

**TERMS.**—Cash. When desired, we will allow 30 to 60 days from date of shipment to responsible.

prompt-paying customers. Parties with whom we have had no business transactions, will save time by sending reference, with order. We wish it expressly understood that payment is expected from the first collections made, and the time named is only intended as so many days of grace in which to make returns. To northern customers, who wish to lay in stock for Spring trade, we will ship late in Fall or early in Spring, and allow time for payment till May 15th. If shipment is required in the Fall for Spring use, a note is to be given upon receipt of the trees. We do not allow any discount for cash, but we make our prices low to command cash, or prompt returns. In orders when the time is not mentioned, 30 days is to be understood. Interest at the rate of 8 per cent per annum must be paid on over due accounts. Should prices be changed, either higher or lower, during the season, the prices ruling at the time the order is made, are expected to stand.

**FORMS OF PAYMENT.**—All bills are payable at the office of the seller, and remittances should be made by drafts on New York, Chicago or St. Louis, or by money orders on some Express Company, or by postal orders. We will, however, accept checks from those of our customers who may be located at places having no banking, express or postal facilities, provided they make them in every case payable "with exchange", or add ¼ of one cent to the amount of the bill for the cost of collection.

**GRADES.**—We grade very carefully, in some cases by caliper, in others by height. When graded by both caliper and height, the caliper must govern, as the height then named is only to be considered approximately. When graded by height or caliper, we include the lower number and exclude the higher. Instance: in a grade of 4 to 5 feet trees, the 4 feet trees are included, but not the 5 feet trees. If 5 feet trees are wanted, the 5 to 6 feet grade must be ordered.

**GARANTEE OF GENUINENESS.**—While we exercise the greatest diligence and care to have all our Trees, etc., true to label, and hold ourselves in readiness, on proper proof, to replace all trees, etc., that may prove untrue to label, free of charge, or refund the amount paid, it is mutually understood and agreed to, between the purchaser and ourselves, that our guarantee of genuineness shall in no case make us liable for any sum greater than that originally received for said trees, etc., that shall prove untrue.

**ACCEPTANCE.**—Notice should be sent us by telegraph, at our expense, if there is any cause of complaint, or should the trees be refused, stating reasons. Claims for deduction, from whatever cause, will receive consideration only when made promptly upon the receipt of the trees. If trees show any signs of shrivelling upon arrival, they can usually be restored by being thoroughly watered and buried entirely under the ground for two or three days. Should there be any frost in the trees upon arrival, they should not be removed from the box until the frost is all out. The box should be placed in the cellar or protected in some other way. The presence of frost in the boxes is not to be considered an evidence of bad condition, as we pack to secure the trees against damage, if the frost is allowed to come out in the natural way. Goods will be considered accepted if removed from the boxes in which they are packed, without notice of complaint to us and without our orders for their disposition.